## TABLE OF CONTENTS

## SCHEDULE TITLE

CONTRACT PERIOD

CONTRACT ADMINISTRATOR

**O**FFICE

**BUSINESS SIZE** 

## **CUSTOMER INFORMATION**

AWARDED CONTRACT PRICE LIST

LABOR CATEGORY DESCRIPTIONS

THE CIRLOT AGENCY - OVERVIEW

**OUR PHILOSOPHY** 

**BRAND DEVELOPMENT** 

THE ART OF THE DEAL - CREATIVE DEVELOPMENT

PUBLIC RELATIONS

AGENCY NOTABLES

LIZA CIRLOT LOOSER VITA

STATEMENT OF QUALIFICATION

**EXAMPLES OF CREATIVE** 

## GENERAL SERVICES ADMINISTRATION PRICELIST

## SCHEDULE TITLE

#### **ADVERTISING & INTEGRATED MARKETING SOLUTIONS**

FSC Group: 541

Contract Number: GS-07F-0055T

Federal Supply Service. Authorized Federal Supply Schedule Price List. Online access to contract ordering information, terms and conditions, up-to-date pricing and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is GSAAdvantage.gov. For more information on ordering from Federal Supply Schedules, click on FSS Schedules at fss.gsa.gov. "Prices Shown Herein are Net (discount deducted)".

## CONTRACT PERIOD

September 21, 2006, through September 20, 2011

## CONTRACT ADMINISTRATOR

#### LIZA CIRLOT LOOSER

P.O. Box 16087 Jackson, MS 39236 Telephone: 800.356.8169

Fax: 601.664.2610 Email: liza@cirlot.com

## **O**FFICE

THE CIRLOT AGENCY, INC.

P.O. Box 16087 Jackson, MS 39236 Telephone: 800.356.8169 Fax: 601.664.2610

www.cirlot.com

## **BUSINESS SIZE**

WOMAN-OWNED, SMALL

## **CUSTOMER INFORMATION**

#### 1. A AWARDED SPECIAL ITEM NUMBERS

SIN 541-3 Web Based Marketing Services

SIN 541-4D Conference Events and Tradeshow Planning Services

SIN 541-4F Commercial Art and Graphic Design Services

1. B Prices shown in price list are net and valid for all areas, including world wide. (Additional labor discounts for quantity discounts will be deducted from the following negotiated net rates.) The lowest price offered is the hourly rate of \$81.85 for Graphic Artist.

## 1. C SEE PRICELIST

2. Maximum order:	\$1,000,000	
3. Minimum order:	\$100.00	
4. Geographic coverage (delivery area):	Worldwide	
5. Point(s) of production (city, county, state or foreign country):	Rankin County Flowood, MS 39232	
6. Discount from list prices or statement of net prices:	Prices shown herein are net (discount deducted).	

#### 7. Quantity discounts:

Contracts valued at \$50,000 - \$99,999.99 = 2% discount

Contracts valued at \$100,000 - \$249,999.99 = 3% discount

Contracts valued at \$250,000 - \$499,999.99 = 4% discount

Contracts valued at \$500,000+ = 5% discount

8. Prompt payment terms: Net 30 days

# CUSTOMER INFORMATION

9a. Notification whether government purchase cards are accepted at or below the micro-pur chase threshold.	Yes
9b. Notification whether government purchase cards are accepted or not accepted above the micro-purchase threshold.	Yes
10. Foreign items:	Not applicable
11a. Time of delivery:	The Cirlot Agency will adhere to the delivery schedule as specified by the agencies' purchase orders.
11b. Expedited delivery:	Available - Please call The Cirlot Agency for pricing.
11c. Overnight and 2-day delivery:	Available - Please call The Cirlot Agency for pricing.
11d. Urgent requirements:	Please contact The Cirlot Agency for faster delivery or rush requirements.
12. F.O.B. point(s):	Destination
13a. Ordering address:	The Cirlot Agency, Inc. P.O. Box 16087 Jackson, MS 39236
13b. Ordering procedures:	For supplies and services, the ordering procedures, information on blanket purchase agreements (BPAs) and a sample BPA can be found at the GSA/FSS schedule homepage (fss.gsa.gov/schedules).
14. Payment address:	The Cirlot Agency, Inc. P.O. Box 16087 Jackson, MS 39236
15. Warranty provision:	Not applicable

## Customer Information

16. Export packing charges:	Not applicable	
17. Terms and conditions of government purchase card acceptance (any thresholds above the micro purchase level):	The Cirlot Agency accepts the government purchase credit card.	
18. Terms and conditions of rental, maintenance, and repair: Not applicable	Not applicable	
19. Terms and conditions of installation:	Not applicable	
20. Terms and conditions of repair parts:	Not applicable	
20a. Terms and conditions for any other services:	Not applicable	
21. List of services and distribution points:	Not applicable	
22. List of participating dealers:	Not applicable	
23. Preventative maintenance:	Not applicable	
24a. Special attributes such as environmental attributes:	Not applicable	
24b.If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found:	Not applicable	
25. Data Universal Number System (DUNS) number:	17-562-5607	
26. Notification regarding registration in Central Contract Registration (CCR) database:	Registered	



## AWARDED CONTRACT PRICE LIST



## FOR SPECIAL ITEM NUMBERS 541-3, 541-4D AND 541-4F

Labor Categories	*Price	Unit/Issue
Project Manager	\$145.50	Hour
Senior Art Director	\$105.93	Hour
Creative Director	\$130.00	Hour
Account Manager	\$120.37	Hour
Multimedia Director	\$216.67	Hour
Public Relations Manager	\$120.37	Hour
Media Director	\$96.30	Hour
ACCOUNT EXECUTIVE	\$81.85	Hour
Graphic Artist	\$81.85	Hour

<sup>\*</sup>Prices are inclusive of the Industrial Funding Fee of .75%. These are the maximum prices that can be charged.

Lower prices may be quoted.

#### LABOR CATEGORY DESCRIPTIONS



**PROJECT MANAGER:** Is responsible for the development and execution of corporate strategy and supervision of operational aspects of the Agency. Is also responsible for client retention and supervision of business development and client brand development strategy.

**SENIOR ART DIRECTOR:** Oversees the artistic development of marketing and promotional materials, including print, radio or television advertisements; collateral; websites; and internal and external corporate publications. Supervises graphic artists, photographers, and illustrators on projects. Works with copywriters to develop strategies for advertising campaigns. Operates various software programs including, but not limited to, QuarkXPress, Adobe Illustrator and Adobe Photoshop. Has 10+ years' experience.

**CREATIVE DIRECTOR:** Oversees all creative projects and staff, and is responsible for the overall quality of work produced by the creative department. Manages creative projects from concept to completion and translates marketing objectives into creative strategies. Meets with clients to determine branding, marketing, public relations and advertising strategy. Leads and directs the creative team in the production of advertising and marketing materials.

**ACCOUNT MANAGER:** Performs the same tasks as the account executive with the additional responsibility of overseeing the account services department of the Agency. Has more experience than account executives.



### LABOR CATEGORY DESCRIPTIONS (CONTINUED)



**MULTIMEDIA DIRECTOR:** Responsible for the architecture, design, layout, formatting and programming of websites, interactive presentations, PowerPoint presentations, and Flash movies. Uses design programs including, but not limited to, QuarkXPress, Adobe Photoshop, Adobe Illustrator, Fireworks, Flash and Dreamweaver. Supervises freelance programmers, graphic artists, photographers, and illustrators on interactive projects. Works with copywriters to develop content and usability. Maintains and oversees purchases of all network computer equipment, LAN, phones and AV equipment.

**Public Relations Manager:** Responsible for promoting or creating a positive image for individuals, groups, or organizations by writing or selecting favorable publicity material and releasing it through various communications media. Prepares and arranges displays and makes speeches. Arranges public appearances, lectures, contests, or exhibits for clients to increase product and service awareness and to promote goodwill. Establishes and maintains cooperative relationships with representatives of community, consumer, employee, and public interest groups. Prepares and edits organizational publications for internal and external audiences, i.e. employee newsletters. Responds to requests for information from the media.

**MEDIA DIRECTOR:** Manages the purchasing of both traditional and nontraditional media space for the clients of the Agency. Uses statistical models to determine the best media plan for the client, based on maximum media effectiveness for the client. Deals with media sales representatives and determines where to place ads based on the client's objectives and budgets.

**ACCOUNT EXECUTIVE:** Executives act as a link between clients and the Agency. They have overall responsibility for the smooth running of campaigns in their care and deal with the day-to-day turnaround of work, ensuring it is produced on time and on budget. Executives compile proposals and set up meetings to present the brief and estimate costs to clients. They inform the client at every stage and ensure clients are happy with the work as it progresses. Account Executives also coordinate the activities of the advertising team and administrative staff.

GRAPHIC ARTIST: Produces still and animated graphics for advertisements, websites, billboards, and collateral materials. Creates designs, concepts, and sample layouts. Determines size and arrangement of illustrative material and copy, and selects style and size type. Uses computer software including, but not limited to, QuarkXPress, Dreamweaver, Adobe Photoshop, Adobe Illustrator, and Flash to generate new images. Assembles final layouts to prepare for printing. Confers with clients to discuss and determine layout design. Develops graphics and layouts for product illustrations, company logos, and Internet websites.



## THE CIRLOT AGENCY - OVERVIEW



The Cirlot Agency, a Mississippi-based, full-service, marketing, public relations and corporate communications firm, represents accounts on a national and international basis ranging from Fortune 100 companies to some of the world's largest privately held corporations.

The Cirlot Agency was founded in 1984 by Liza Cirlot Looser, is certified as a Woman-Owned Small Business and has GSA/SBA Certification. The Agency has worked with government-based procurement officers for over 20 years.

As one of the top three defense communications firms in the country, The Cirlot Agency is distinctly qualified to bring unique insight to your government agency and its marketing or advertising needs. As a full-service marketing, public relations and corporate communications firm, The Cirlot Agency currently brings our extensive capabilities to a number of defense companies. We have worked with Northrop Grumman, Litton, Raytheon, Boeing, Lockheed-Martin, ICGS Deepwater and the DDG 1000 program, to name a few. As the agency of record for the DD-21/DD(X)/DDG1000 program, we helped secure one of the largest defense contracts ever awarded for our clients.

The Cirlot Agency has also executed strategic communications aimed at virtually every branch of the U.S. military, the U.S. Government and the defense industry itself. Having worked with corporations such as Northrop Grumman, we are intimately familiar with the stringent requirements regarding billing practices, and have extensive experience with the federal government's auditing process.

#### OUR PHILOSOPHY



Our philosophy is simple: get results. We constantly strive to provide clients with direct, non-illusive, hard-hitting marketing, public relations and corporate communications that is cost-effective. This is done largely by establishing close working relationships with each client.

In the same vein, we welcome our client's involvement every step of the way, from concept to execution. This brings us a better understanding of your objectives so that we can produce hard-hitting, direct communications that get results.

Each of our accounts consists of a team that researches and remains abreast of the client's business and industry, from current trends to competitive information. The result is a knowledgeable account team that has a clear focus on the client's goals and industry. As each member of the account team pulls from his or her individual experience and knowledge, a unified, uniquely qualified marketing force is created.



#### **BRAND DEVELOPMENT**



We at The Cirlot Agency don't consider ourselves as an advertising agency – though we are known for creating some of the most awarded, revered advertising in the nation. We consider the Agency a strategic powerhouse ... one that specializes in brand management on an internal and external basis.

Brand management incorporates every aspect of marketing: research, strategic marketing planning, advertising, media placement, public relations, website development/e-commerce, internal and external communications, training programs, etc. Our forté is coordinating all of these methods so that the client is positioned in the best possible light and the central line of communication is established and reinforced.

We constantly lend an objective eye to the brand, whether through continually updating research or by making sure there's a strand of consistency running throughout all communications elements, from the government agency's correspondence to its high-profile image.

## THE ART OF THE DEAL – CREATIVE DEVELOPMENT



The Cirlot Agency's creative philosophy is to make the work simple and to-the-point, yet provocative enough to elicit a response, whether it's to call for more information or to out-and-out purchase the product or service. From concept to execution, our creative is solid, effective and designed to communicate your message in a crystal-clear manner. Our work is revered ... it is rewarded ... but most importantly, it works.

Our creative is based on a solid foundation – the Brand. Armed with branding messages that speak directly to our audiences, the Agency's creative department discerns the best techniques to deliver those messages cogently, concisely and, of course, creatively.

Our staff consists of not only the most talented, but the most savvy creative professionals in the nation. Each member of the senior creative team has produced excellent work in a wide variety of mediums. We believe our creative strength comes from the fact that each member of the creative team has a diverse background and can bring varied experience to the table. Which is why we take a synergistic approach to creative, and are convinced that the single best ideas come from the minds of many.



### **PUBLIC RELATIONS**



"PR" is probably among the most overused business terms today. Heads of companies say, "We need some good PR," yet Public Relations is just one facet of an overall healthy communications plan. The Cirlot Agency's PR philosophy is basically that every situation, every business, every product has to be approached individually. The old "press release and photo" just doesn't work anymore. PR has become extremely sophisticated, yet, no matter how interactive PR has become, the basics never change: Research, Planning, Execution, Evaluation.

#### **CRISIS MANAGEMENT**

Crisis management is a completely separate type of PR, yet a government agency must have the PR basics in place in order to then handle a crisis. If the agency's first exercise in overall public relations is responding to a crisis, the results could be, well, less than desirable if not disastrous. But if all the basics are in place before a crisis ever happens, including who is on the crisis team, how and when to communicate, who to communicate with first – the agency is more likely to come out unscathed.

Over the last several years, the Agency and various members of our staff have been involved in everything from the aftermath of a "60 Minutes" investigative report to the kidnapping of a corporate executive. While most of the crisis management situations we've been involved in are highly confidential, we can say that we helped keep a naval station from being closed in 1993, which led to being contacted by NATO to help with the land mine crisis in Bosnia. That makes for some pretty exciting work.



## **AGENCY NOTABLES**



## NATIONAL PRESS CLUB

Various Briefings Concerning DD 21/DD(X)/DDG 1000

#### DD(X) GOLD TEAM/NATIONAL TEAM/DDG 1000

Agency of Record, Northrop Grumman Ship Systems & Raytheon

#### **ICGS DEEPWATER**

Media Event, National Contract Announcement Held in Washington, DC

#### **USS COLE**

Media Event, the Return to Northrop Grumman Ship Systems in Pascagoula, MS

MEDIA EVENT, THE RETURN TO SERVICE FOR THE U.S. NAVY

#### NAVAL STATION PASCAGOULA

Crisis Management, Base Realignment & Closure Commission

#### **CONGRESSIONAL QUARTERLY**

Rick Looser Serves on National Advertising Advisory Board of Directors

#### VICE PRESIDENT DICK CHENEY

Two Separate Media Events/Appearances in Jackson, MS

#### **COLIN POWELL**

Media Event/Appearance in Pascagoula, MS

#### **NATO**

Bosnian Land Mine Crisis Communications Strategy

#### WALL STREET JOURNAL INTERVIEW

Liza Looser, re: MCI/WorldCom Merger

#### MISSISSIPPI, BELIEVE IT!TM CAMPAIGN

Rick Looser Featured in Interview Segments/Articles on ABC News Radio, Fox News Radio, National Public Radio, The New York Times, U.S. News & World Report, the Washington Post, as Well as Other National, Regional and Local Media Outlets

#### SEN. TRENT LOTT & LATIN BUSINESS LEADERS

Liza Looser Coordinated Meetings Between a Group of South American Business Owners & Sen. Trent Lott in an Effort to Increase Business Between South American Countries & the State of Mississippi



## AGENCY NOTABLES (CONTINUED)



#### **MSNBC INTERVIEW**

Rick Looser, re: the Effect of Spiraling Insurance/Healthcare Costs on Small Business

#### **MSNBC INTERVIEW**

Liza Looser, re: MCI/WorldCom Merger

#### KOREAN AMBASSADOR KUN WOO PARK

Economic Development host to the state of Mississippi

#### FEDERAL BUREAU OF INVESTIGATIONS

Crisis Management Preparation, the Verdict of Byron De La Beckwith

#### SOCIETY OF INTERNATIONAL BUSINESS FELLOWS (SIBF)

Liza Looser Travels to China to Learn about the Changing Business Opportunities Occurring in Asia





# Liza Cirlot Looser

Chief Executive Officer • The Cirlot Agency, Inc. Post Office Box 16087 • Jackson, Mississippi 39236 Phone (601) 664-2010 • 1-800-356-8169 • liza@cirlot.com

Liza is the founder and CEO of The Cirlot Agency, a full-service marketing, public relations and corporate communications firm headquartered in Jackson, MS. Over the past 23 years, the firm has grown to be a multimillion dollar corporation that services accounts ranging from publicly traded companies to financial institutions and manufacturing corporations on a national and international basis. Liza is also a recent graduate of Harvard Business School, which allows her to bring additional in-depth corporate knowledge and capability to her clients.

In addition to her continued education at Harvard, Liza has expanded her studies to include several international business studies and special projects. Included is a tour of China, spnsored by the Society of International Business Fellows. Liza was the only Mississippian selected to join this tour, the goal of which was not only to learn more about economic development in China and Asia, but to use the changes occurring in Asia to better understand changes underway in all parts of the world. She also recently facilitated a meeting between Senator Trent Lott and several South American CEO's in an effort to encourage import/export trade between South America and Mississippi. In the late 1990's, Liza was also asked by NATO to help devise a communications plan regarding the Bosnian land mine crisis, and worked with Her Majesty's Engineer in England to facilitate the plan.

Liza began her career as an advertising account executive at The Clarion-Ledger, the largest daily newspaper in the state of Mississippi. From there, Liza worked for what was then the state's largest advertising agency and spent time in the political arena working as communications director of the state's Republican Party.

In 1984, Liza established The Cirlot Agency with a mere \$78 tax return check. She received her first words of encouragement when she opened the Agency's first bank account and the bank teller said, "Go get 'em, Tiger!" (Which she's been doing ever since.)

Among the company's many awards and accolades is the prestigious Blue Chip Enterprise Initiative Award, a national competition that recognizes companies that have overcome adversity to enjoy great success. The Agency also joined the ranks of SkyTel Communications, BlueCross BlueShield of Mississippi, Entergy and others by being named a MetroJackson Chamber of Commerce Business & Industry Super Achiever.



The Agency has impacted the state and the nation significantly by leading a team of defense industry giants to what became one of the largest defense contracts ever awarded. Liza laid the roadmap for branding the DD(X) Gold Team, made up of Northrop Grumman, Lockheed Martin and Raytheon, that successfully won the \$60 Billion contract.

As part of its 20th Anniversary, the Agency created a Public Service Campaign as a gift to the State entitled, "Mississippi ... Believe It!" The campaign began as an economic development and educational tool with posters depicting positive aspects about Mississippi and its citizens sent to every public and private school, as well as every college and university in the state. The Agency donated over \$200,000 in time and resources to give back to the state in which she does business. In early 2006, Liza launched Step-By-Step Communications, LLC, which created and began distributing Your Ad Department<sup>TM</sup>, a comprehensive CD containing easy, do-it-yourself marketing methods to support small businesses.

An active economic development advocate, Liza was named Volunteer of the Year by the Mississippi Economic Development Council (MEDC) in recognition of her significant contributions to economic development and industrial growth within the metro Jackson area. In 1998, Liza set a precedent by serving as the first woman chairman of the board of the MetroJackson Chamber of Commerce – a first in its 116-year history.

Liza is a graduate of Mississippi University for Women and Harvard Business School, and was selected as the "W" Young Alumni of the Year for 1989.

She is married to Rick Looser and is the mother of 16 year-old Regan and 14 year-old Tripp.



## STATEMENT OF QUALIFICATION



#### **EDUCATION**

Mississippi University for Women, Columbus, MS, Bachelor of Fine Arts, 1976 – 1980 Harvard Business School, OPM Executive Education, 2003 – 2005

#### PROFESSIONAL EXPERIENCE

The Cirlot Agency, Jackson, MS, Chief Executive Officer

A full-service, multi-million dollar marketing, advertising and public relations firm that represents clients requiring regional, national and international marketing.

Mississippi Republican Party, Jackson, MS, Communications Director

Maris, West & Baker Advertising Agency, Jackson, MS, Account Supervisor

Clarion-Ledger/Jackson Daily News, Retail Advertising Department, Jackson, MS, Account Executive

#### **ACTIVITIES**

Mississippi University for Women Foundation – Board Member, 2000 – 2004

Mississippi Chapter, International Women's Forum – President, 2000 – 2002

Shepherd's Staff Counseling Service – Board Member, 1996 – 2000

Society of International Business Fellows - Fellow, Class of 2000

Health Futures - Board Member, 1998 - 2000

Better Business Bureau – Board Member, 1998 – 2003

Metro Jackson Economic Development Alliance – Board Member, 1998 – 1999

The Salvation Army – *Board Member*, 1997 – 1998

MetroJackson Chamber of Commerce – Chairman of the Board, 1997; Board Member, 1993 – 1996; Executive Committee – 1994; Small Business Council Chairman – 1993; Small Business Chairman, Business, Publicity, Leads and Contacts Committee – 1992

Central South Chapter, Bank Marketing Association - President, 1997; Board Member, 1992 - 1996

ArtsAlliance of Jackson and Hinds County - Board Member, 1992 - 1993

Metro YMCA - Board Member, 1993

Jackson 2000 - Board Member, 1992

Mississippi Association of Advertising Agencies – President, 1989

American Advertising Federation - 7th District Board Member; District Coordinator, Graphics Competition, 1989

Greater Jackson Advertising Club - President; Treasurer; Addy Awards Chairman, 1985 - 1990

Friends of the Jackson Zoo – Board Member, 1984 – 1987

#### **Honors**

Baptist Health Systems - Celebration of Strong Women Award, Corporate Leadership, 2003

Mississippi Business Journal - Top 40 Under 40, 1995; Top 50 Outstanding Women, 1998

Moss Point High School - Outstanding Alumni, 1997

Metro Jackson Economic Development Alliance - Volunteer of the Year, 1997

Leadership Jackson, Class of 1992 – 1993

Mississippi University for Women – Young Alumni of the Year, 1989



# DEEPWATER

#### Integrated Coast Guard Systems Wins Largest Contract in Coast Guard History

Integrated Coast Guard Systems (ICGS), a partnership between Northrop Grumman Ship Systems and Lockheed Martin Corp., was awarded an \$11 billion contract to modernize the U.S. Coast Guard's Deepwater forces over a 20-year period. Deepwater forces consist of the ships, aircraft, command and control, and logistics systems

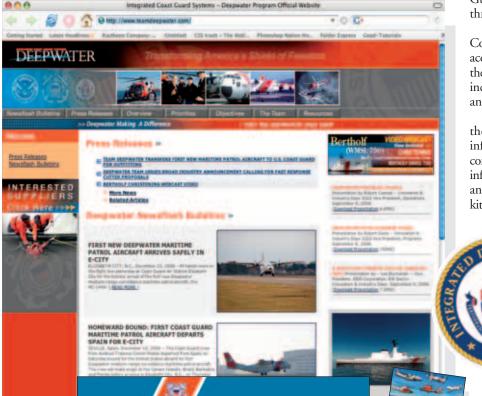
that protect the United States and support Coast Guard missions. The value of this program over a three-decade period is \$17 billion.

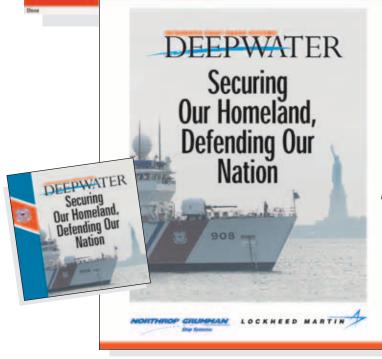
Deepwater is the largest recapitalization effort in Coast Guard history and will involve the proposed acquisition of 91 ships, 124 boats, 244 aircraft and the upgrade of 49 existing cutters. The contract also includes systems for communications, surveillance, and control.

The Cirlot Agency designed and produced the ICGS Deepwater website, which acts as an information hub for the program. In addition, key communications materials were produced to provide information on the program and ICGS to the media and to trade show attendees. These include a press kit, brochures, spec sheets on each asset, a CD ROM,

information-at-a-glance "bookmarks" containing bulleted facts about the program, and more.

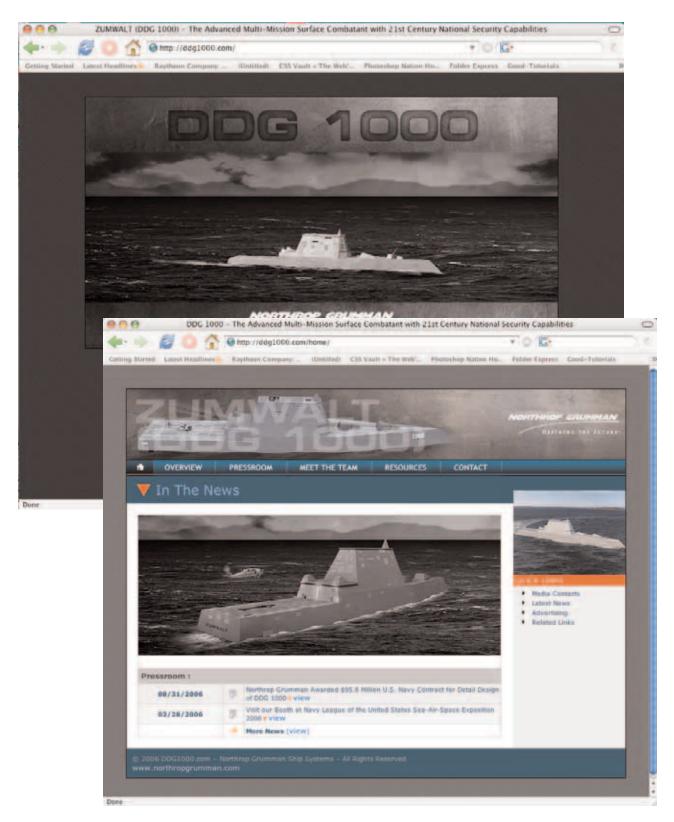
The Agency also provides support for press and Congressional briefings, including the press conference at which ICGS was awarded the contract.















Poster, magazine and outdoor ads designed for DD(X) (now DDG 1000), Goldteam, Northrop Gruman Ship Systems and Raytheon

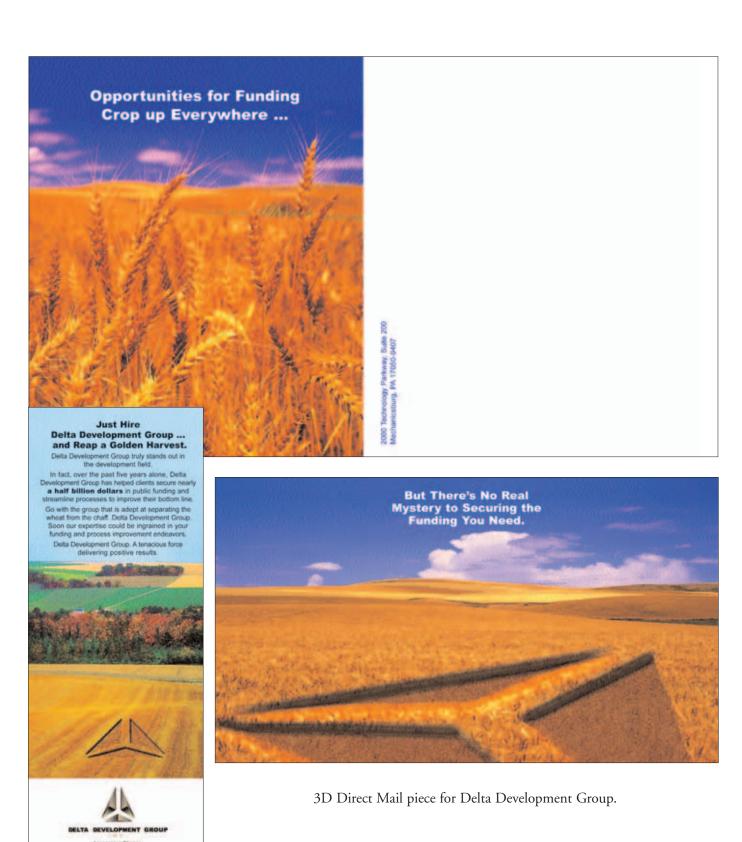






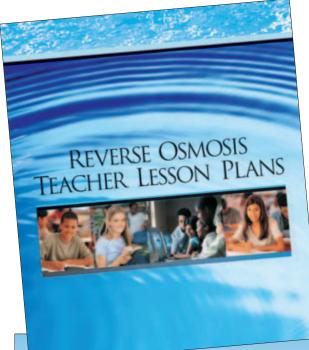


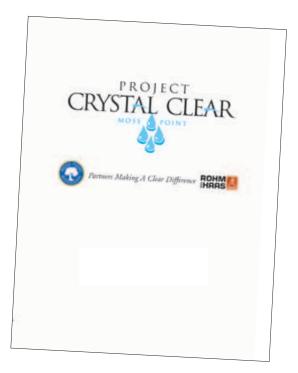






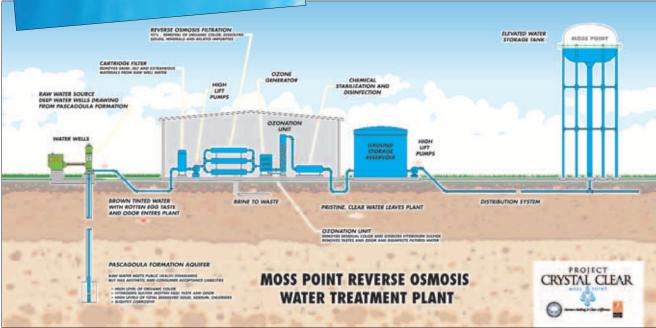






## Media Kit design for Project Crystal Clear includes:

Ground Breaking Event Press Release, Ground Breaking Event Invitation, Ground Breaking Event Program, Frequently Asked Questions Document, Feature Article – Rohm and Haas' Educational Contribution, Water Treatment Plant Graphic Rendering, "Benefits of Reverse Osmosis Water" Document, Biography – Rohm and Haas VP, Robert A. Lonergan, CD Containing Electronic Versions of All Pieces in Kit

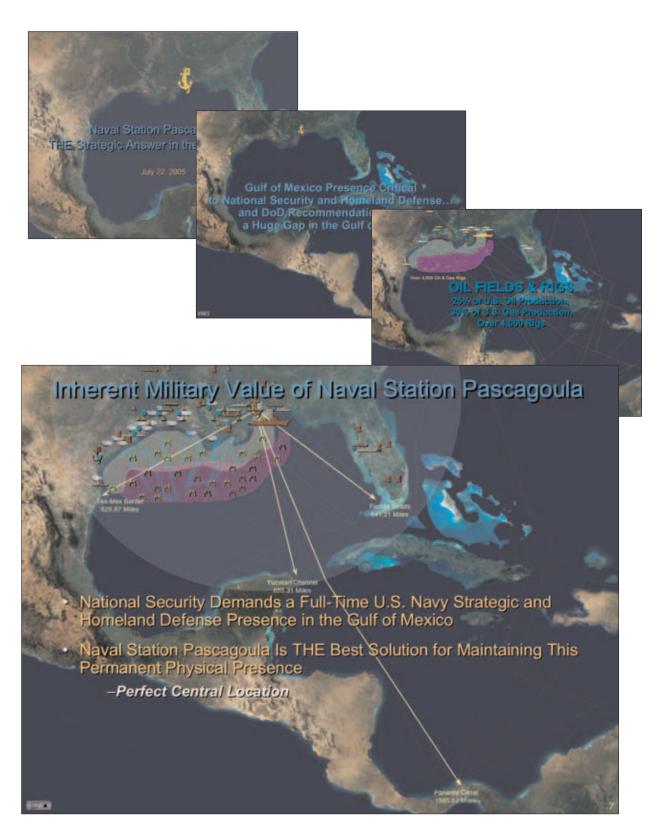




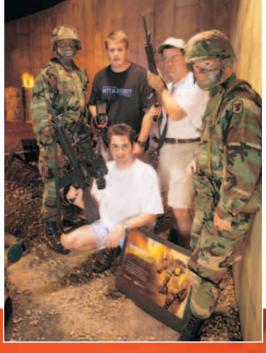


Letterhead, business card, 3-panel, 2-fold brochure, logo design, website, newspaper ad and television commercial for Mississippi's Institutions of Higher Learning's Program, Fast Forward Mississippi.









# Raytheon

## The Cirlot Agency Creates Battle Zone for Raytheon

Soldiers with M-16s, the latest thermal weapon sights and global positioning systems. Fires blazing in what appears to be a burned-out building. Is this a battle zone in some faraway, war-torn country? No, it's actually a photography set in the middle of downtown Brandon, MS.

The Cirlot Agency fabricated the battle scene for an ad created for Raytheon Electronics, based in Dallas, TX.

"We were on a very tight deadline," said Agency CEO Liza Looser. "Due to the nature of the ad, we also had to make certain that everything used was the actual article. No substituting. No models – actual soldiers."

The double-truck ad, which promotes the Army's new Objective Force, was designed for publication in the Army *Green Book* and *Defense News*.

